



EXPORTNews

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Serving the State of Georgia —**

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ATLANTA U.S. EXPORT ASSISTANCE CENTER WEBSITE

The Atlanta U.S. Export Assistance Center now has its own website! For your information on current export topics, links to export trade resources, our monthly newsletter and upcoming local events, go to:
www.buyusa.gov/sunbelt/page19.html

EXPORTNews is the monthly newsletter of the U.S. Commercial Service, U.S. Dept. of Commerce in Atlanta. It is distributed by email and winfax. To correct, add or delete an address, send complete contact information to the Atlanta USEAC at the email address or fax # above.

"Your Partner in Exporting"

APRIL 2004

TIPS ON INVITING CHINESE VISITORS TO THE U.S.

The Commercial Service (CS) at the American Embassy and U.S. Consulates in China are often contacted by representatives of American firms to approve visas for Chinese citizens traveling to the U.S. on business. The visa process is not under CS jurisdiction; it falls under the Non-Immigrant Visa Section. Senior Commercial Officer James Mayfield of the U.S. Consulate in Shanghai recently provided the following information for Americans inviting Chinese business travelers to the United States:

- An official of the American firm or organization should fax a letter to the Non-immigrant Visa Section of the appropriate U.S. Embassy or Consulate
- The letter should include the Chinese visitor applicant's name, passport number, date of birth, and the date/length/purpose of the visit.
- The Chinese applicant must make an appointment with the Visa Section; there is a four-week waiting list.
- During the Visa process meeting/interview, applicants must show the documentation noted above and an official invitation letter from the American firm.
- It is important to know that U.S. visa officials check the extent of an applicant's ties to his/her home country. The applicant should bring proof of any applicable ties, such as a marriage certificate, child's birth certificate, pay stubs, mortgage documents, bank statements, and other documents.
- Review the U.S. Embassy's website at <http://www.usembassy-china.org.cn/shanghai/visa> for the latest detailed information. The material is provided in English and Chinese.

RUSSIA'S NEW CUSTOMS CODE

Russian's new Customs Code, which went into force this year, should result in more streamlined, transparent and predictable customs procedures for businesses and bring Russia in compliance with international standards. The new code addresses a range of customs-related activities, including the legal regulation of customs regimes and procedures for payment collection. It also establishes additional guarantees for protecting the interest of importers and exporters. A detailed report on this topic, published by the U.S. Commercial Service in Moscow, is online in the "Country and Market Industry Reports" section at: <http://www.export.gov/marketresearch.html> or call your local U.S. Export Assistance Center for a copy.

U.S. - SINGAPORE FREE TRADE AGREEMENT

On January 1, the bilateral Free Trade Agreement (FTA) between the United States and Singapore went into force. All U.S. exports to Singapore enjoy a zero percent tariff rate, and for Singapore's exports, 80 percent of existing U.S. tariffs have been eliminated, with the remaining being phased out over a 12-year period. The agreement includes extensive enhancements to the protection of intellectual property and trademarks.

Best prospects for U.S. exports to Singapore are: electronic components/equipment; aircraft and parts; pollution control equipment; education services; construction and equipment; scientific equipment and medical devices; information technologies; and franchising. The Singapore edition of "Information Week" (<http://www.infoweb.com.sg>) offers a free listing for new-to-market U.S. firms seeking distributors and partners in Singapore. For details, log on to: http://www.buyusa.gov/singapore/en/infoweb_free_listing.html.

EXPORT EXPRESS IS *FAST*.....!

You are developing or expanding your export market and find you need extra cash flow for participation in a trade show, or translation of product literature, or financing to handle a specific transaction that may even lead to additional orders. But you need it now or even yesterday. SBA's Export Express program may be your answer. For loans of \$250,000 and less, some lenders have been pre-approved by SBA to be Express Lenders which means they can use their own forms, approve their own SBA loans, and close with their own documents. Under SBA's regular Express Loan Program, the lender is provided a 50% guaranty but under Export Express they receive an 85% guaranty on loans up to \$150,000 and 75% between \$150,000 and \$250,000. The only requirements are that you have been in operation at least one year (not necessarily exporting) and that the funds will help you develop or expand your export markets, even if they are currently a small percentage of your sales.

You can find a list of SBA Express Lenders by going to SBA's website of www.sba.gov and then scroll down to the USA map and click on your state and then look on the left side for financing which takes you to the various lending programs including Export Express and the list of lenders. If your lender is not an Express Lender, then contact Ray Gibeau at the Sunbelt US Export Assistance Center at 404-657-1961 or raymond.gibeau@sba.gov and he can help you find another SBA loan program that might fit your needs.

FREE NEWSLETTER ON CHINA TRADE

The "China Commercial Brief" is a free bi-weekly publication by the U.S. Commercial Service at the American Embassy in Beijing. The newsletter features summaries about developments in China's various commercial sectors, tips on doing business in China, and U.S. Embassy news. Log on to <http://www.buyusa.gov/china/en/ccb031226.html> to view current and past issues, or to subscribe.

SCAM ALERTS FOR IRAQ & GHANA

The U.S. Commerce Department advises the following:
Iraq: Persons claiming to be former officials in the Saddam Hussein regime are sending e-mails requesting bank account numbers so they may deposit and share with you large sums of money. Your information is then used to withdraw funds from your account.

Ghana: U.S. exporters should not proceed without payment in full prior to shipping to Ghana. Numerous reports by U.S. companies claim that fraudulent credit card numbers are being used for transactions from Ghana. The U.S. embassy advises all government and private sector visitors not to use a credit card at all while in Ghana.

U.S. DEPARTMENT OF COMMERCE TRADE EVENTS

The Export Promotion Services and the Trade Development offices of the U.S. Department of Commerce offer the following export trade events:

TRADE MISSIONS:

Pollution Control Equipment/Water Resources Equipment/Services:

Bangkok, Thailand 04/01/2004 - 04/02/2004

Hanoi, Vietnam 04/05/2004 - 04/06/2004

Contact: Yvonne Jackson (202) 482-2675;

Yvonne.Jackson@mail.doc.gov

Information/Communication Technologies—Telecom, Computer Hardware/Software:

Toronto, Canada 04/21/2004 - 04/22/2004

Contact: Viktoria Palfi (416) 595-5412 x229;

Email: Viktoria.Palfi@mail.doc.gov

Plastics Trade Mission—Plastics Equipment/Machinery and Products:

Toronto, Canada 05/03/2004 - 05/04/2004

Contact: Madellon Lopes (416) 595-5412 x227;

Email: Madellon.Lopes@mail.doc.gov

REPCAN 2004 -- All Industries

Toronto, Canada 06/16/2004 - 06/16/2004

Contact: Rita Patlan (416) 595-5412 x223;

Email: Rita.Patlan@mail.doc.gov

TRADE FAIRS:

Destino USA 2004 - Tourism

Buenos Aires, Argentina 04/01/2004 - 04/02/2004

Contact: Don Huber (202) 482-2525;

Email: Don.Huber@mail.doc.gov

Medicare India 2004 -- Medical Services/Equipment

New Delhi, India 04/06/2004 - 04/08/2004

Contact: Elizabeth Ausberry (202) 482-4908;

Email: Elizabeth.Ausberry@mail.doc.gov

DSA 2004 - Defense Technology/Products/Services

Kuala Lumpur, Malaysia 04/12/2004 - 04/15/2004

Contact: William Corfitzen (202) 482-0584;

Email: William.Corfitzen@mail.doc.gov

Hong Kong Info Infrastructure—

Computer/Telecommunication Technology/Services

Hong Kong, Hong Kong 04/14/2004 - 04/17/2004

Contact: Andy Bihun (202) 482-3363;

Email: Andy.Bihun@mail.doc.gov

Bagalore Bio 2004 -- Biotechnology

Bangalore, India 04/15/2004 - 04/17/2004

Contact: Wake Margo (202) 482-2026;

Email: Wake.Margo@mail.doc.gov

Food & Hotel Asia 2004 - Food Services/Equipment

Singapore 04/20/2004 - 04/23/2004

Contact: Frances Lee (202) 482-1650;

Email: Frances.Lee@mail.doc.gov

EXPOMIN 2004 - Mining Industry Equipment

Santiago, Chile 04/20/2004 - 04/24/2004

Contact: Matthew Wright (202) 482-2567;

Email: Matthew.Wright@mail.doc.gov

CIM Tradex Mining Exhibition 2004 --

Mining Products/Services

Edmonton, Canada 05/09/2004 - 05/12/2004

Contact: Elizabeth Ausberry (202) 482-4908;

Email: Elizabeth.Ausberry@mail.doc.gov

International Aerospace Exhibition and Conferences

Berlin, Germany 05/10/2004 - 05/16/2004

Contact: Joe Ruland (202) 482-3974;

Email: Joseph.Ruland@mail.doc.gov

Gulf Beauty - Beauty Products

Dubai, United Arab Emirates 05/24/2004 - 05/26/2004

Contact: Don Huber (202) 482-2525;

Email: Don.Huber@mail.doc.gov

U.S. Pavilion in the Apparel Sourcing Show -

Textile Fabrics/Textile Machinery/Equipment

Guatemala City, Guatemala 05/24/2004 -- 05/26/2004

Contact: Don Huber (202) 482-2525;

Email: Don.Huber@mail.doc.gov

Hospitalar - Healthcare Services/Medical Equipment

Sao Paulo, Brazil 06/01/2004 - 06/04/2004

Contact: Elizabeth Ausberry (202) 482-4908;

Email: Elizabeth.Ausberry@mail.doc.gov

GPEC 2004 - General Police Equipment

Leipzig, Germany 06/08/2004 - 06/10/2004

Contact: Helen Simpson-Davis (202) 482-1882;

Email: Helen.Simpson-Davis@mail.doc.gov

Eurosatory 2004 - Defense Industry Equipment/Services

Paris, France 06/14/2004 - 06/18/2004

Contact: Dave Hardy (202) 482-1247;

Email: Dave.Hardy@mail.doc.gov

COMMUNICA ASIA 2004 - Information Services

Singapore 06/15/2004 - 06/18/2004

Contact: Sweehoon Chia (65) 6476 9037;

Email: Sweehoon.Chia@mail.doc.gov

Asian Elenex 2004/Asian Automation 2004 -

Building Materials

Hong Kong 06/15/2004 - 06/16/2004

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